

ESCONET TECHNOLOGIES LIMITED

ELEVATOR PITCH

INTEGRATED IT SOLUTIONS PROVIDER WITH A FOCUS ON HIGH-END SUPERCOMPUTING SOLUTIONS & DATA CENTRE FACILITIES - ENCOMPASSING STORAGE SERVERS, NETWORK SECURITY, VIRTUALIZATION, & DATA PROTECTION.



Robust Management Team led by highly experienced promoters

Integrated solutions suite accentuated by technical prowess in hardware and software



Reputed clientele and long-standing vendor partnerships

Presence in Delhi NCR - the centralised IT hub facilitating access to talent & clients



Timely investments in own manufacturing and brands - riding Make in India

Agility to deliver backed by scale and demonstrated reputation in customer service



Profitable company with improving margins; Revenues breaching Rs. 100 crore mark in FY24

DIGITAL INDIA MAKE IN INDIA ARTIFICIAL INTELLIGENCE MACHINE LEARNING ROBOTICS & AUTOMATION EASE OF DOING BUSINESS BUSINESS CONTINUITY BLOCKCHAINS PROCESS TRANSPARENCY REGULATIONS & COMPLIANCES DISASTER RECOVERY SEAMLESS OPERATIONS STARTUP INDIA MSME

KEY TAILWINDS

OBJECTS OF THE ISSUE

- Working capital requirement
- Capex plans for subsidiary - Zeacloud Services
- General Corporate Expenses: [●]

ADVANTAGE OF SUPERCOMPUTERS

- Engineered with the latest NVIDIA GPGPU technology
- Bona fide supercomputers in a box
- Built to tackle the most complex data-intensive tasks, Hexadata
- Optimised for high-speed data processing, AI, ML and advanced simulations - previously possible only on dedicated supercomputing clusters

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YEARS SINCE INCORPORATION

47

PEOPLE

500+

CLIENTS SERVED

20+

SECTORS SERVED

13+

TECHNOLOGY PARTNERS

5,000+

HEXADATA SERVERS & HIGH-PERFORMANCE WORKSTATIONS SOLD SINCE 2018

~20 PETABYTES

OF VARIED DATA STORAGE SYSTEMS INSTALLED

40,000+

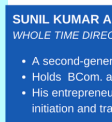
ETHERNET PORTS ALREADY DELIVERED ACROSS DATA CENTRES AND CAMPUS NETWORKS

ABOUT THE PROMOTER GROUP



SANTOSH KUMAR AGRAWAL, 54 YEARS
CHAIRMAN & MANAGING DIRECTOR

- A second-generation entrepreneur with over 2 decades of experience in IT sector
- Holds an MBA degree
- Certified cloud architect and experienced IT Infrastructure Architect with expertise in IT infrastructure, cloud, and network design, Santosh specialises in private and hybrid cloud solutions



SUNIL KUMAR AGRAWAL, 46 YEARS
WHOLE TIME DIRECTOR

- A second-generation entrepreneur with over 2 decades of experience in IT sector
- Holds BCom. and LLB degrees
- His entrepreneurial spirit, penchant for innovation and technical acumen played a pivotal role in the initiation and transformation of Esconet Technologies since 2012.



VINEET AGRAWAL, 27 YEARS
WHOLE TIME DIRECTOR

- A dynamic and ambitious third-generation entrepreneur
- Joined the company formally in 2023



SOLUTIONS & CLIENTELE

HEXADATA HARDWARE

HEXADATA - SUPERCHARGED FOR PERFORMANCE

- Super Computers - powered by NVIDIA GPGPUs
- Servers
 - High-Density Servers
 - Pedestal Servers
 - Rackmount Servers
 - Multi GPGPU Servers
- Workstations
 - Pedestal Workstations
 - Rockmount Workstations
- Data Storage Systems
 - Automated Disaster Recovery Solutions



ZEACLOUD SERVICES - THE FUTURE IS IN THE CLOUD

- Disaster Recovery as a Service
- Private Cloud
- Managed Cloud Services
- Dekstop as a Service



DEDICATED DATA CENTERS IN MUMBAI AND NOIDA

PRODUCTS AND SOLUTIONS AS A PREMIUM RESELLER

- Servers and Graphics Workstations
- Comprehensive Data Storage Solutions, including Software Defined Storage Systems
- Virtualization software for Servers, Desktops, and Applications
- Backup and Disaster Recovery solutions
- Datacentre and Access Networks
- Advanced Software Defined Networks
- Network Security tools, both hardware, and software-based
- Email Communication Systems complemented by robust Email Security
- Databases with an emphasis on High Availability
- Cutting-edge Log Management and Analytics software

SERVICES PORTFOLIO

- IT Hardware Installation and Configuration
- Deployment and seamless integration of diverse IT Infrastructure Software
- Comprehensive Infrastructure Management & Monitoring
- Expertise in Private Cloud Setup and Management
- Reliable Annual Maintenance Services
- Managed Backup and Disaster Recovery Solutions
- Efficient Data Migration Services
- Expert Consulting Services.

No. of shares (FV Rs. 10 each)	33,60,000 Equity Shares (Fresh Issue)
Price band (Rs.)	80-84
Issue size (Rs. Cr.) (at upper band)	28.22
Issue type	Fresh Issue through Book-building
Issue opens date	Friday, 16th February, 2024
Issue closes date	Tuesday, 20th February, 2024
Lot Size	1600 Equity Shares
Anchor opening date	Thursday, 15th February, 2024
Anchor portion	9,53,600 Equity Shares
Reservation for Market Maker	1,76,000 Equity Shares
Reservation for HNIs	4,78,400 Equity Shares
Reservation for QIBs	6,36,800 Equity Shares
Reservation for Retail	11,15,200 Equity Shares
Book Running Lead Manager	Corporate CapitalVentures Private Limited
Registrar	Skyline Financial Services
Equity Shares outstanding prior to the Offer	90,00,000 Equity Shares of face value of ₹10 each
Equity Shares outstanding after the Offer	1,23,60,000 Equity Shares of face value of ₹10 each



FINANCIALS

	FY2021	FY2022	FY2023	6MFY2024
Revenues (Rs. Lac)	4411.89	6856.28	9465.95	7141.59
EBIDTA (Rs. Lac)	11.48	202.36	637.37	523.91
EBIDTA Margin (%)	0.26	2.95	6.73	7.34
PAT Margin (%)	-2.28	1.06	3.21	4.28

LEAD MANAGER TO THE ISSUE

